

THINGS TO CONSIDER WHEN
Selling Your House

SPRING 2026 EDITION



Amber Wermerskirchen
Broker Associate
The W Real Estate Group
Amber@TheWRealEstateGroup.com
720.560.9772



Kim Wermerskirchen
Broker Owner
The W Real Estate Group
Kim@TheWRealEstateGroup.com
303.475.2605

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Kim and Amber ...

Kim and Amber don't just work in Littleton- they live there, raise their families there, and know it inside and out. With more than 54 years of combined experience, they've earned the trust of over 350 clients, successfully guiding them through a wide range of real estate transactions, from \$300K starter homes to \$1.7M luxury properties.

At the heart of their business are their core values: their clients' needs always come first. Kim and Amber are dedicated to doing the very best job for every client, with the goal of turning each one into a "walking-talking billboard," for their service. Their commitment doesn't end at the closing table, they remain a trusted resource for homeowners long after the sale, connecting clients with reliable vendors for insurance, carpet cleaning, and small home projects.

In the last year alone, they have helped 36 buyers and sellers achieve their goals. Their professional record is matched by their reputation: they've received over 200 verified five-star reviews on platforms like Zillow, Realtor.com, Google, Rate My Agent, and Yelp.

Kim is a RE/MAX Hall of Fame recipient and holds multiple industry designations including ABR, GRI, CRS, PSA, SRES, and is a licensed Employing Broker. Kim also holds a Director position on the Metro Brokers Corp. board and has served as Past President of the Board. Amber is also a licensed Employing Broker, holds the ABR designation, and has served in leadership roles within the South Metro Denver REALTOR® Association for six years. Both have been recipients of the Rising Star Award.

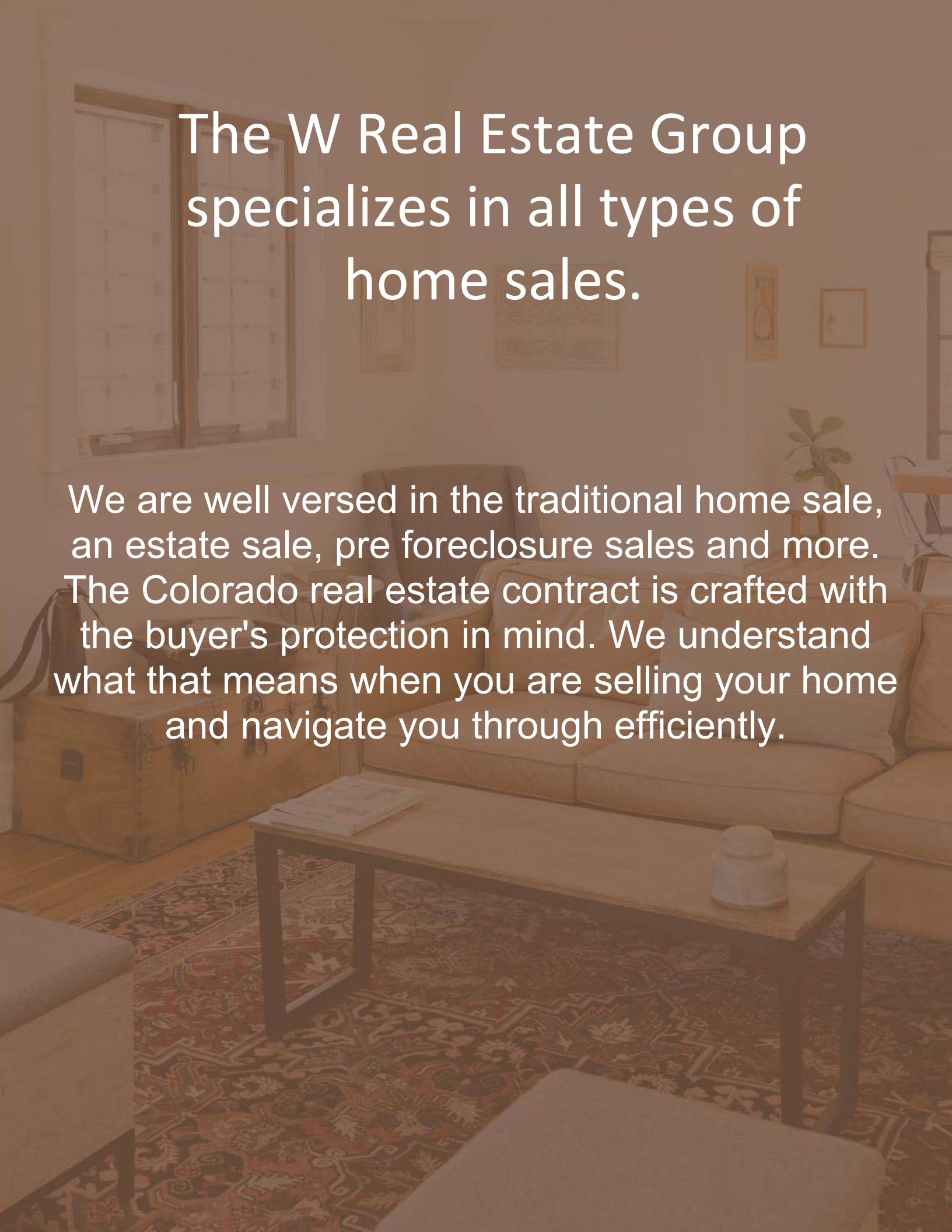
Their motto—"Let Our Family Serve Yours"—is more than a slogan. It reflects the care, dedication, and professionalism they bring to every client relationship. If you're looking for trusted, locally connected agents in the Denver metro area, Kim and Amber are here to serve you with experience and heart.

Life is good,

We work with buyers and sellers. This means we hear what buyers are saying as they walk through a house. That means, we know how important first impressions are and how to create the right ones.





The W Real Estate Group specializes in all types of home sales.

We are well versed in the traditional home sale, an estate sale, pre foreclosure sales and more. The Colorado real estate contract is crafted with the buyer's protection in mind. We understand what that means when you are selling your home and navigate you through efficiently.

A Word From Kim and Amber's Clients

Amelie Keilers

Buyer 2026

We were lucky to have Kim help us find a new home in Colorado and help us transition from an out of state move. Her and her team did a phenomenal job in making sure everything went smoothly, always keeping us on track. It was a pleasure working with her!

Larry Kramb

Buyer 2025

Three years ago, I asked my "special" local real estate agent if he could find me his twin in the Denver area as I needed to sell a sister's house. About a week later he called me and said, "I found my twin in Denver" and gave me the contact information for Kim and Amber. That house was not move in ready, but we came up with a plan of action that fits the case. The result was a sale within 60 days at the top end of the expected price range. I told my local agent that he found me an agent that gave me everything that he would give, but with grace and a smile.

Almost three years later I became Personal Representative for my other sister's estate. Some new problems with this house included not only a much older house, but also the estate process. Again, a comprehensive plan was developed and once again the results are spectacular. Without the help of Kim and Amber, I could not have finished emptying the house and preparing it for listing in such a short time. When I sent an email to the estate attorney saying that the money for the house was in the bank, the response was "wow already". I cannot say thank you to them enough.

I was a Corporate Nomad for several years and have completed ten house purchases and 11 house sales. Three years ago, I placed Kim number one on my list and this year I place Amber and Kim as the number one team. Professional, Knowledgeable, Effective, And the JOB Gets Done!

Jean Gibson

Buyer 2025

Kim helped me from start to finish. She began by helping me find a place to downsize and live in a new place. She gave me lots of practical advice and was a good friend through all the negotiations. I highly recommend The W Group.

Ella Lucas

Seller 2025

Kim has now helped 3 generations of my family! And all of us had amazing experiences, she answered all our questions and even gave us a little gift at closing! Great experience!



Working by Referral...

100% Referral Means...

I dedicate 100% of my time and energies to servicing my clients. You will receive my undivided attention and dedication to providing you with the level of service and attention to detail you have come to expect from me.

What that means to you is the highest possible level of service from my team and me. In response to this, we require your heartfelt endorsement to family, friends and work associates who would appreciate being served by a REALTOR® whose commitment to them is for life.

My philosophy about Real Estate is quite simple. In every situation, I put myself in your shoes. I treat your money like it's my money. What would I accept as a price for my home? Will this home increase in value? I am interested in building strong lasting, lifelong relationships one person at a time. My goal is to become...

Your Personal REALTOR®...For Life!

A Little About Our Staff...

My business has been growing each year due to the constant support of clients and friends and for that I am grateful. In order to help provide you a better level of service, I have enlisted an energetic team behind me to help you with your needs. We work with the most competent title companies, inspectors and lenders in the industry. They have the same work ethics and values that I instill in my office. We also have compiled a booklet that can be found on our website of reputable vendors that can assist you with any of your projects, services, or special needs. Vendors contact information can be found on my website at www.TheWRealEstateGroup.com or call me direct at 303.475.2605.

The W Real Estate Group –MB

Kim Text/Call: 303-475-2605
kim@thewrealestategroup.com

Amber Text/Call: 720-560-9772
amber@thewrealestategroup.com

The W Real Estate Group – MB Business & Client Relations

Devin Beck
(720) 935-7537
devinsbeck@gmail.com

Transaction Coordinator

Dena Lancaster
High Country Transaction Management, LLC
303-324-3077
Denalancastertc@gmail.com

Home Inspectors

Kathleen Barbee
Above and Beyond Property Inspections
303-646-3413
www.ab-inspections.com info@ab-inspections.com

Lenders

Ricky Knudsen
Spire Financial-A Division of AmeriFirst
Financial Inc.
303-225-6966
www.SpireFinancial.com
rknudsen@spirefinancial.com

Jonathan Edwards
Guild Mortgage Company
(303) 921-5747
jon.edwards@guildmortgage.net

Matt Carrell
Guild Mortgage Company
(303) 547-5991
mcarrell@guildmortgage.net

Eric Long
The Rueth Group
(303) 483-3566
elong@theruethteam.com

Sewer Inspections

The Sewer Guys
303-503-6019
sewerguysllc@gmail.com

The Benefits of Selling This Spring

Here are a few reasons this is the perfect time to sell your house, if you're ready.

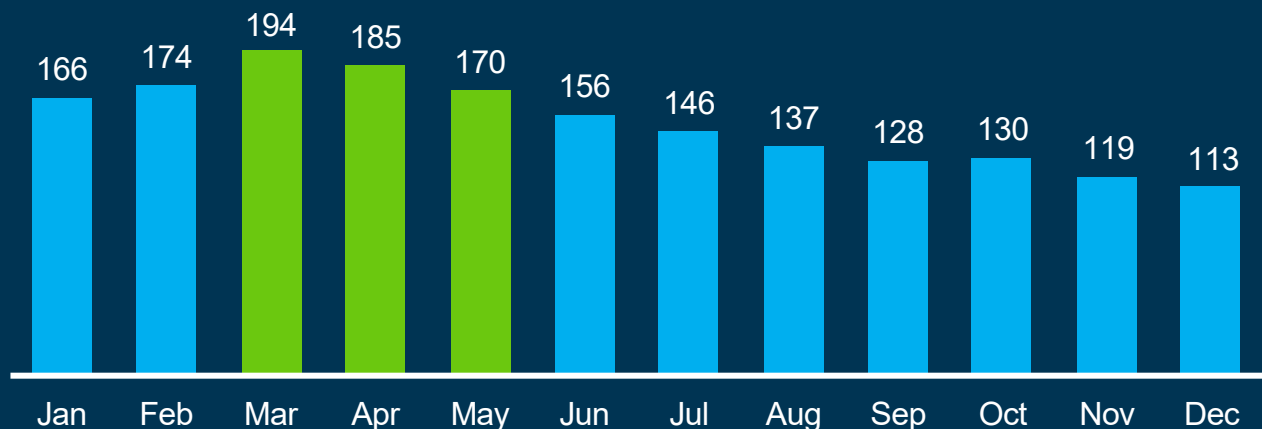


1. Spring Is When Buyers Are Most Active

Typically speaking, in the housing market, there's no better time to sell than the Spring. Historically, that's when buyer activity peaks each year – and more buyers means more eyes on your house.

Buyer Showings Are Typically Highest During the Spring

Average Monthly Showing Index, 2022 – 2025



Source: ShowingTime



That doesn't mean the market will return to the frenzy it saw during the pandemic.

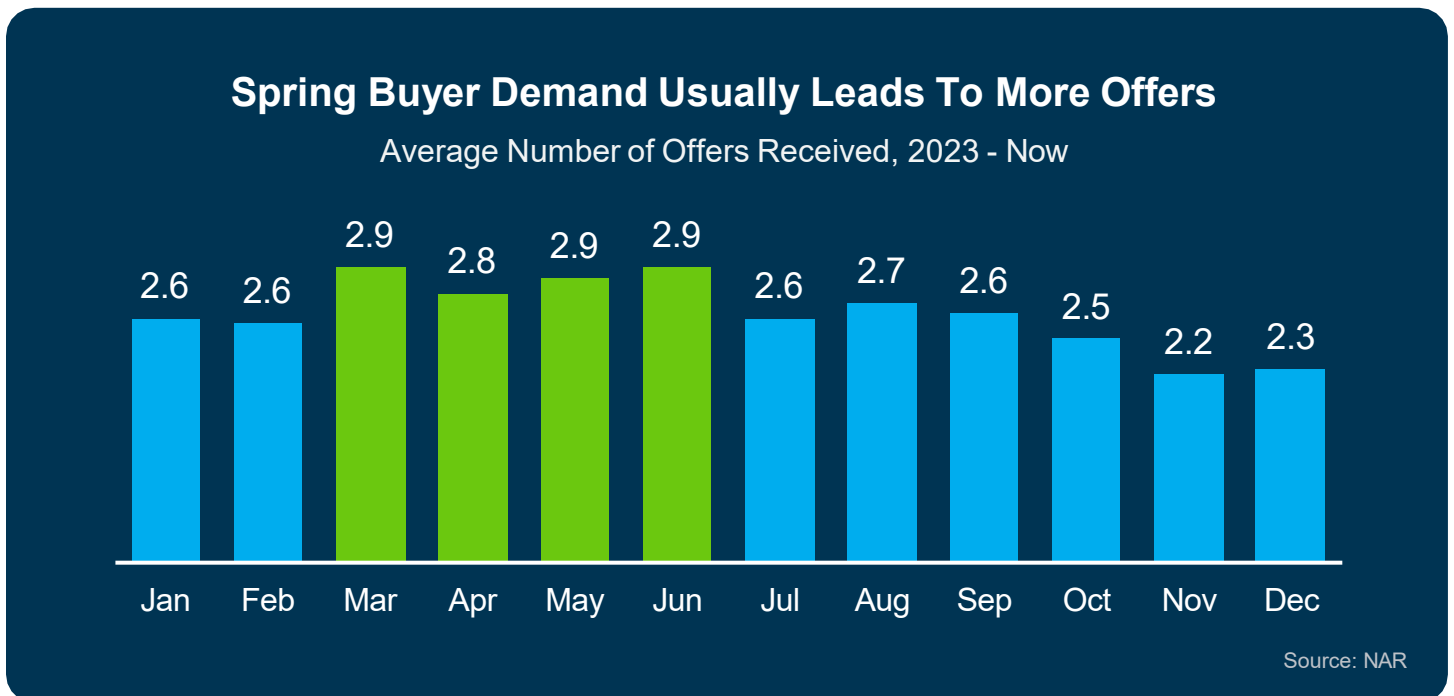
But it does mean more buyers will be out looking, especially since mortgage rates have hit 3-year lows this year.

With typical seasonality, lower rates, and home price growth slowing, more buyers feel ready to re-enter the market now. That means you should make sure your house is in front of them. As *Redfin* says:

"Homebuying demand is improving . . . and mortgage-purchase applications are sitting near their highest level in three years. . ."

2. You May Get More Offers

With more buyer demand, it makes sense that you may get more offers for your house. And history shows us that's usually true. If we look at the last three years and take the averages for each month, it's clear sellers in the Spring and early Summer get more offers (see graph below):



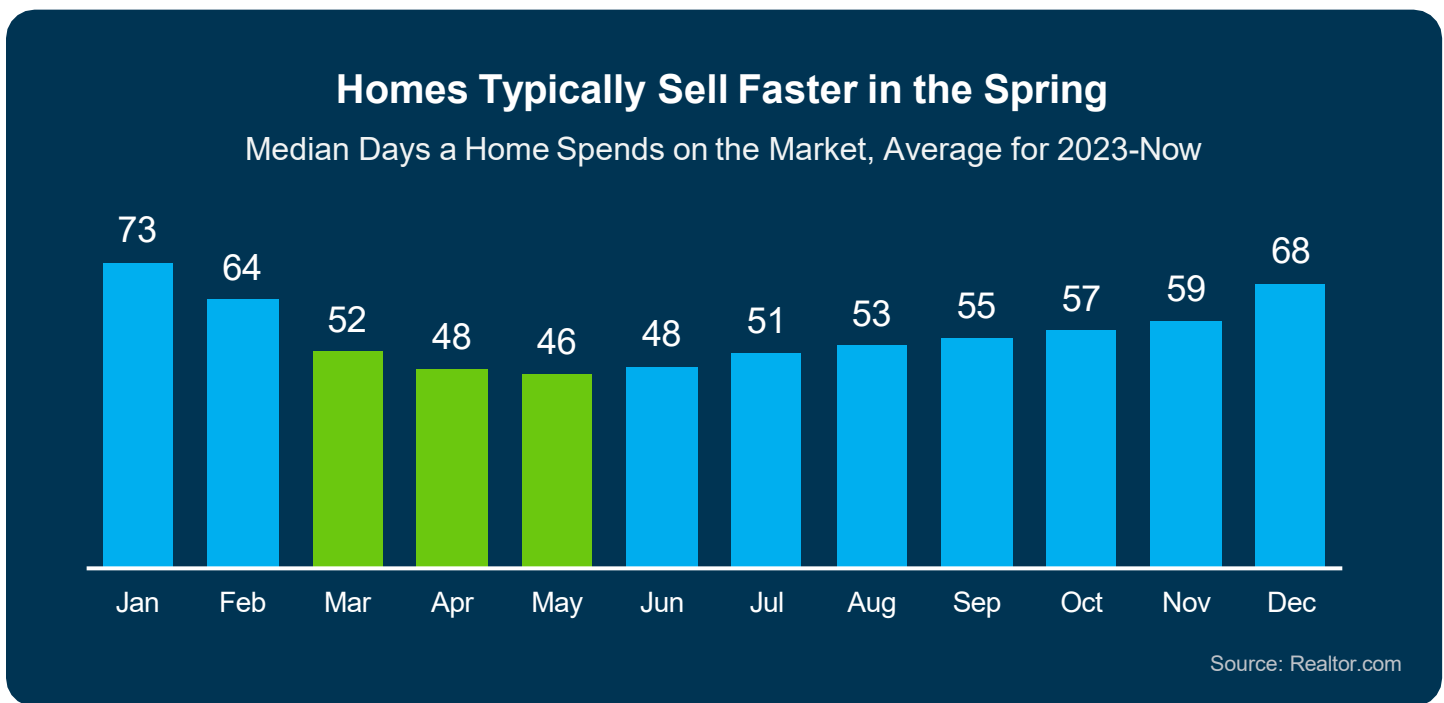
Now, don't expect the bidding wars that were so famous in 2020 and 2021. But it does mean, seasonality could help you out this Spring. As *Realtor.com* explains:

"Spring typically brings out more buyers who are ready to make a move before summer. Listings see more views, showings, and offers during this season."



3. Homes Sell Faster

There's one more predictable pattern that happens pretty much every Spring. Homes sell faster. And since homes have been taking longer to sell lately, listing your house during what's usually the fastest time of the year means you're setting yourself up to move quickly. And isn't that what sellers really want?



And if you're eager to go on to your next chapter, need to downsize, or you've run out of space, selling quickly has its perks. Compared to selling in the Winter, homes usually sell 20 days faster in the Spring.

Bottom Line

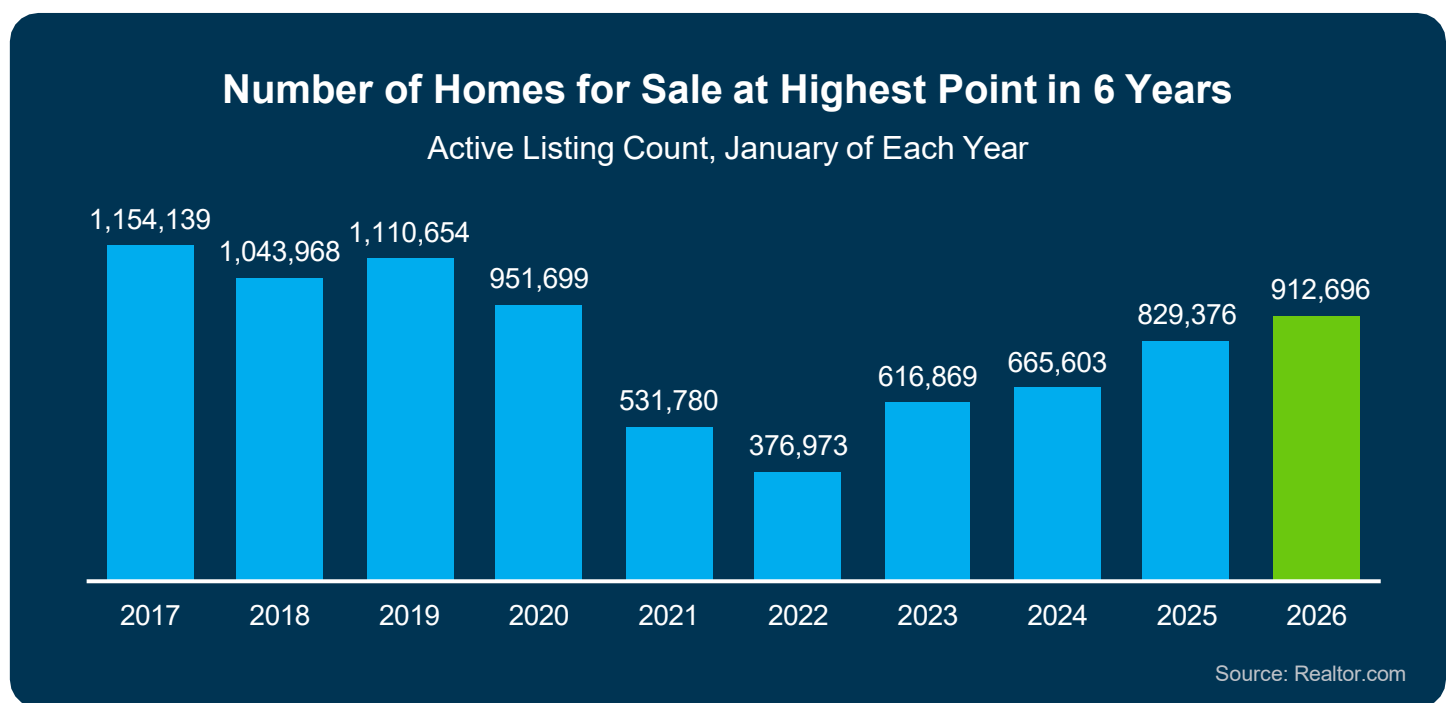
If you want to talk more about what's happening in our area and why this season may be a great time to list, reach out.

What Every Homeowner Needs To Know About Today's Market

Entering the Spring season, there's plenty of opportunity if you're thinking about selling – whether that's next month or even in early Summer. But you still need to have a strategy that matches the moment. Here's what you have to know.

Inventory's Up. Buyer Power Is Coming Back.

There are more homes for sale than there have been in years. That's great because it gives you more options for your own move. But it also means, those extra buyers looking right now, have more choices too. According to the data, the number of homes for sale is rising back toward more normal levels nationally (*see graph below*):



But the improvement is going to vary by area. If you're in a market where the number of homes for sale is back to normal, buyers may have more sway than you'd expect. That doesn't mean buyers have all the power – it just means they have more choices, so your home has to stand out and you need to be ready to negotiate. But if you live where inventory is still pretty limited, you may see buyers competing for your house.

No matter where you are, the key is to work with a pro who can help you adjust your game plan for your local market.

Your Asking Price Matters

And with more homes to choose from, today's buyers are quick to skip over homes that feel overpriced. That's why pricing your house right is the secret to selling quickly and for top dollar. Miss the mark, though, and you may have to backtrack and do a price cut. Danielle Hale, Chief Economist at *Realtor.com*, says:

“ . . . a lot of sellers are anchored to prices that aren't realistic in today's housing market. Today's sellers would be wise to listen to feedback they are getting from the market.”

The best way to get make sure you're priced to sell is to lean on your local agent. **Because, as they say, if your price isn't compelling, it's not selling.**

Flexibility Wins Negotiations

Even though there are more buyers active right now, don't expect to see them waiving inspections and appraisals just to get a deal done. Now that buyers have more options, they're able to ask for things like repairs, credits, and help with closing costs. **Data from Redfin shows 44.4% of sellers are offering concessions like that right now. That's the second highest level since 2019.**

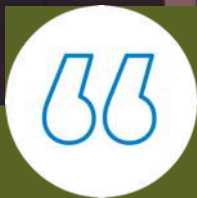
The savviest sellers are the ones taking advantage of every opportunity to work with buyers. It'll help if you think of concessions as tools, not losses.

Use them to bridge gaps, sweeten deals, and get across the finish line. And don't stress. Since prices went up roughly 43% over the past five years, you've got plenty of room to make a concession or two and still come out ahead. Just work with your agent to understand which concessions could be the key to sealing the deal.

Bottom Line

Sellers who are going to succeed in the months ahead are the ones who understand this shift and lean into it with the right expectations, the right agent, and the right strategy.





Small repairs and maintenance are often needed to show buyers that you've taken good care of the home. **These small efforts can make a big difference when it comes to how long it takes to sell your home and how much it sells for.**

Bankrate



Thinking of Selling As-Is? Read This First.

If you're thinking about selling your house this year, you may be torn between two options:

- **Do you sell it as-is** and make it easier on yourself? No repairs. No effort.
- **Or do you fix it up a bit first** – so it shows well and sells for as much as possible?

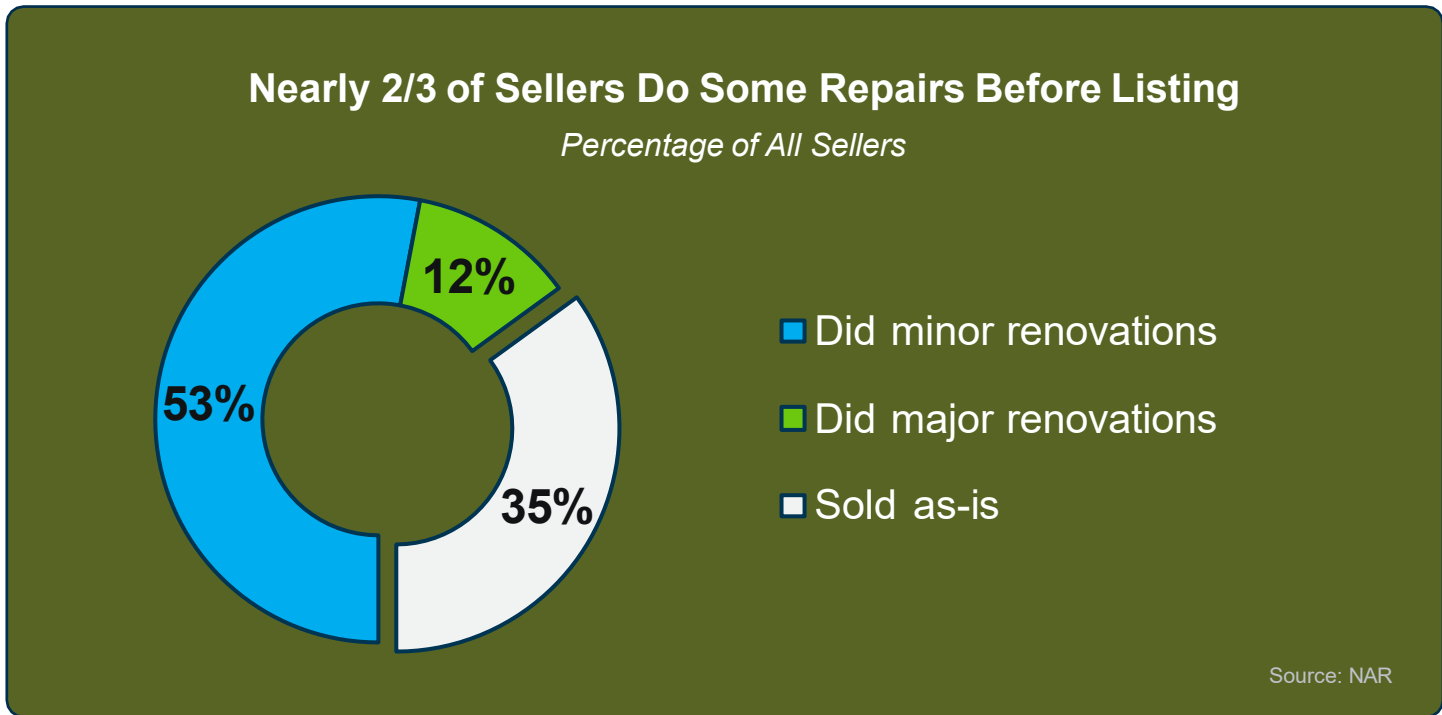
In 2026, that decision matters more than it used to. Here's what you need to know.

Your Home's Condition Is More Important Again

Over the past year, the number of homes for sale has been climbing. And this year, a *Realtor.com* forecast says it could go up another 8.9%. That matters. As buyers gain more options, they also re-gain the ability to be selective. So, the details count again.

That's one reason most sellers choose to make some updates before listing.

According to a recent study from the *National Association of Realtors* (NAR), **two-thirds of sellers (65%) completed minor repairs or improvements before selling** (*the blue and the green in the chart below*). And only one-third (35%) sold as-is:



What Selling As-Is Really Means

Selling as-is means you're saying upfront that you won't handle repairs before listing or negotiate fixes after inspection. That can simplify things on your end, but it also narrows your buyer pool.

Homes that are move-in ready typically attract more buyers and stronger offers. On the flip side, when a home needs work, fewer buyers are willing to take it on. That can mean fewer showings, fewer offers, more time on the market, and a lower final price.

It doesn't mean your house won't sell – it just means it may not sell for as much as it could have.

The Trade-Offs of Selling Your House As-Is

Pros



- You'll save time
- You'll save money up front
- You don't have to negotiate repairs

Cons



- You will deter some buyers
- Your house will take longer to sell
- Your house won't sell for as much

Sources: U.S. News, Ramsey Solutions

How an Agent Can Help

So, what should you do? The answer isn't one-size-fits-all. It's going to depend a lot on your house and your local market. And that's why working with an agent is a must. The right agent will help you weigh your options and anticipate what your house may sell for either way – and that can be a key factor in your final decision.

- **If you choose to sell as-is:** They'll call attention to the best features, like the location, size, and more, so it's easy for buyers to see the potential, not just the projects.
- **If you decide to make repairs:** Your agent can pinpoint what's really worth the time and effort based on your budget and what buyers care about the most.

Bottom Line

While selling as-is can still make sense in certain situations, in some markets today, it may cost you. So, no, you don't have to make repairs before you list. But you may want to.

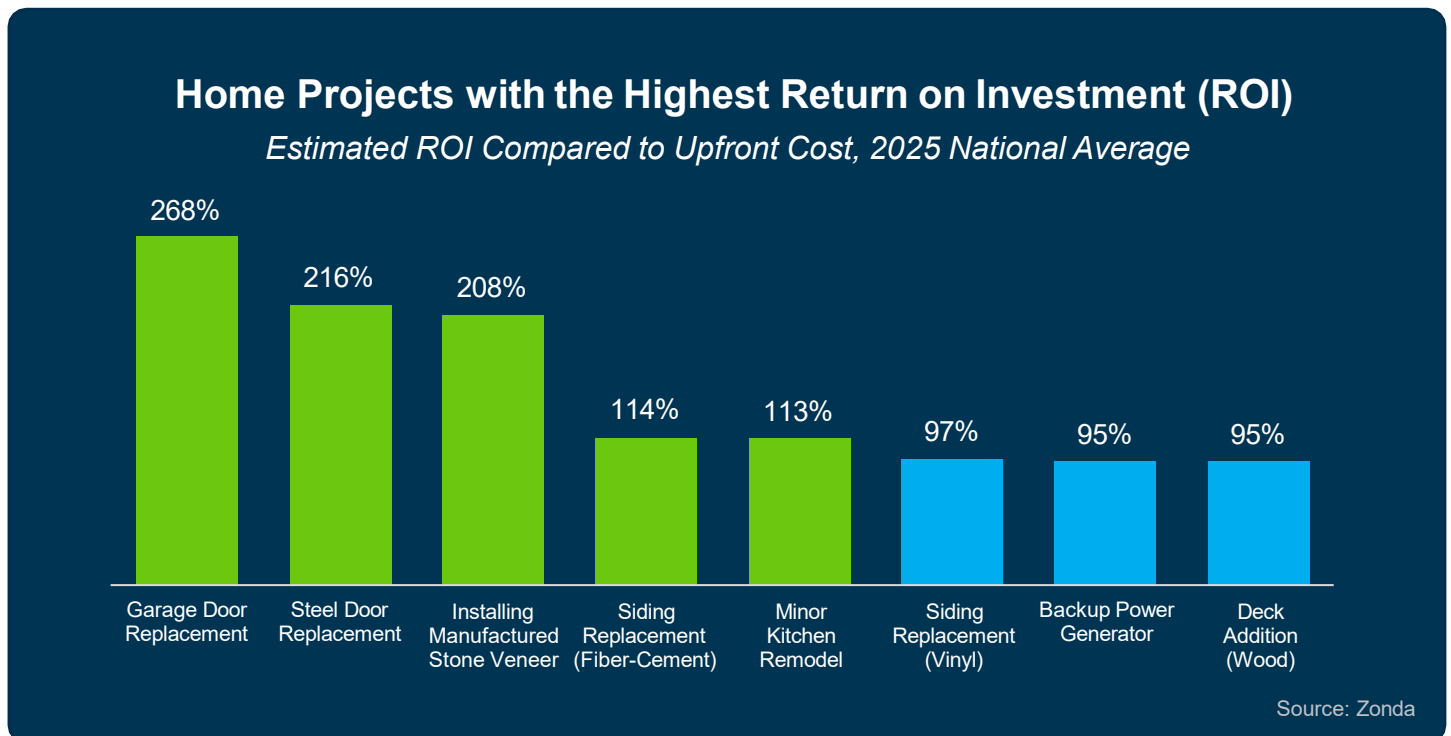
To make sure you're considering all your options and making the best choice possible, let's have a quick conversation about your house.

Home Upgrades That Actually Pay You Back When You Sell

Planning to sell your house? Just remember, buyers have more options than they did a few years ago. So, it's worth it to tackle repairs and make sure your house is set up to stand out. The key is focusing on updates that actually matter. And that's exactly where return-on-investment (ROI) data comes in handy.

Which Projects Tend To Pay Off

Every year, Zonda looks at which home improvements deliver the most value when you sell your home. And the results can be a little surprising. The green in the graph below shows the updates where sellers have the biggest potential to add value based on that research:



While there's a wide range of projects represented in this data, the good thing is, some of the top winners don't take a ton of effort.. They're just swapping out doors.



Small Updates, Big Visual Impact

This goes to show little projects can have a big impact. So, you don't have to spend a fortune. And you don't need to tackle everything on this list. But in today's market, doing nothing can work against you. **Now that buyers have more homes to choose from, a lot of them are going to opt for what's move-in ready.**

The best advice? Focus on what your house needs, whether it's listed here or not – like the repairs you've been putting off. A front door or shutters in need of a little TLC. Piles of leaves in the yard. Scuffed up paint where your kids play inside. Those details matter too. Mallory Slesser, Interior designer and Home Stager, explains it to the *National Association of Realtors* (NAR) this way:

"If you're looking for affordable updates that pack a punch, dollar for dollar, I would say painting; changing out light fixtures; changing out hardware; maybe new draperies or window treatments. Those are all cost-effective ways to make a big statement. It really changes the space."

These seemingly small things help buyers focus on the home itself – not the work they think they'll have to do after they move in. And that's paying off for other sellers. Buyers are often willing to spend more on homes that feel well cared for, updated, and move-in ready.

This Information Is a Starting Point, Not a Strategy

Here's the important thing to remember. National data like this is a guideline. Buyer preferences are going to vary by location, price point, and even neighborhood. That means a project that boosts value in one area might be unnecessary (or even overkill) in yours. **That's why the first step should always be to talk with a local real estate professional before you start.** An experienced agent can help you answer questions like:

- Which updates do buyers in your market expect?
- What can you skip without hurting your sale?
- Where will a small investment make the biggest difference?

That guidance helps you avoid over-improving and under-preparing.

Bottom Line

If you're not sure where to start, let's talk about what makes sense for your house. A quick conversation can help you prioritize the updates that'll pack the biggest punch.

What's one upgrade you've been thinking about – and wondering if it's worth it?

Your Equity Could Change Everything About Your Move

If you own a home already, you may be tempted to wait because you don't want to sell and take on a higher mortgage rate on your next house. But your move may be a lot more feasible than you think, and that's because of how much your house has likely grown in value. That one number might just change everything about your next move.

The Hidden Wealth of Homeownership

Here's how it works. When you own a home, you build up something called equity.

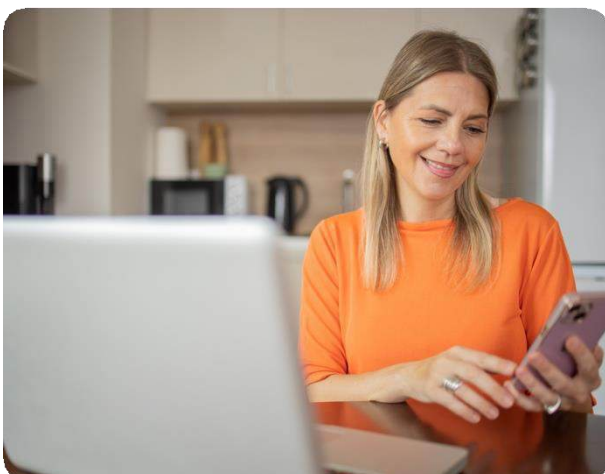
Each time you make a mortgage payment, you're chipping away at your loan balance. And that helps your ownership stake in your home grow. At the same time, home values typically rise – which drives up the overall value of your home.

When you put those two things together, you're building wealth automatically, month after month, year after year.

And that combo can make a **real** difference in your move. That's especially true if you've lived in your house for a while, which many homeowners have. According to *Realtor.com*:

“Nearly half (45.2%) of today's homeowners have lived in their home for more than 15 years, and 1 in 4 for over 25 years.”

If that's you, just imagine what 15-25 years of payments plus steady appreciation have done to your bottom line. It's time you see how your equity stacks up over time.



What That Really Means in Dollars

The chart on the next page uses research coming out of *Realtor.com* to show an estimate of how much equity homeowners have built up depending on when they bought.

For each time frame, it takes the median-priced home and uses it as the baseline example.

Check it out for yourself.

According to the study, if you bought the average-priced home in...

- **The mid-90s:** You could be sitting on **over \$400,000** in equity now.
- **The early 2000s:** You could have **over \$330,000**, even with owning during the housing crash.
- **In 2015:** Even in that shorter 10-year time frame, many homeowners have already built nearly **\$285,000** in equity.

Real Examples of How Homeowners Gain Equity Over Time

Factoring in Purchase Price, Price Growth, and Monthly Payments

Purchase Year	Purchase Price	Down Payment (20%)	Principal Paid Down	Value Gained	Total Equity
1995	\$114,600	\$22,920	\$91,680	\$320,700	\$435,300
2005	\$229,000	\$45,800	\$84,317	\$206,300	\$336,417
2015	\$236,300	\$47,260	\$38,476	\$199,000	\$284,736

** Estimates based on the purchase of a median-priced home*

Source: Realtor.com

Of course, your actual number is going to vary based on the purchase price, any work you've done to the house, the size of your original down payment, and more. The point is, **a lot of homeowners are sitting on hundreds of thousands of dollars in equity.** And that can offset nearly every concern you have about moving right now.

- **Worried about taking on a higher mortgage rate?** Your equity could cover a significant down payment. And the more money you put down, the less you need to finance at today's rates.
- **Ever thought it would be easier to just buy your next house in cash?** Thanks to your equity, that may be possible. And an all-cash offer is something that's going to appeal to a lot of sellers because they don't have to worry about their buyer's financing falling through at the last second.

Bottom Line

If you haven't had someone help you understand the value of your home this year, let's connect to take a look. It doesn't mean you have to sell. But it does mean you'll know what you could be working with – and how far that number can take you.



For many American homeowners, their house is their biggest financial asset. **Over the past few years, rising property values and steady mortgage payments may have helped you build a significant cushion of equity.**

Yahoo Finance

A Checklist for Selling Your House

As you get ready to sell your house, add these items to your to-do list. A real estate professional will also provide other helpful tips based on your specific situation.

Make It Inviting



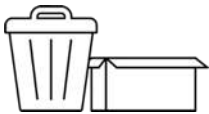
- Open blinds or curtains to let the light in



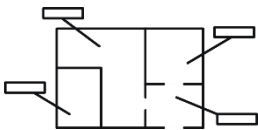
- Check lightbulbs and replace as needed



- Take down personal photos or items



- Declutter throughout



- Give every room a clear purpose

Show It's Cared For



- Clean your vents and baseboards



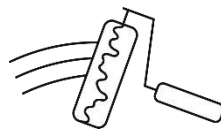
- Vacuum, mop, or sweep floors



- Fix anything that's broken

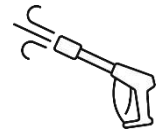


- Organize countertops, cabinets, and closets

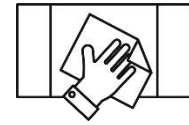


- Touch up any scuffs on the walls

Boost Curb Appeal



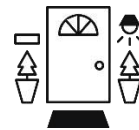
- Power wash outdoor surfaces



- Wash the windows (inside and out)



- Tidy up the landscaping



- Freshen up your entry



- Sweep patios, decks, and walkways



Marketing Program

The following is an outline of the marketing plan we follow. As a potential Seller, you benefit from having an agent that will commit to you not only verbally, but also in written form. With your permission, our Metro Brokers sign will be placed in your yard and an electric lock box placed on your property. These items are essential to effective marketing, since many potential purchasers drive in areas where they would like to live. Our sign is a top producer of activity. The lock box will contain a set of keys for REALTORS® who will be showing your home. Office Website address: www.TheWRealEstateGroup.com

- We will discuss having the major systems in your home inspected to reduce the risk of any surprises and to make your transaction smoother.
- Assist you with pricing the home based on competitive market analysis
- Pay for professional pictures of the inside and outside of your home
- Pay for a professional stager to come to your home
- Post a Metro Brokers yard sign and electronic lock box
- Do an Open House if you chose
- Knock on 50 doors in your neighborhood
- Prepare and “eye catching” paragraph about your home for the MLS and other marketing materials
- Enter your home in the MLS system

- Advertise your property on the Internet, Facebook, Instagram, Tik Tok, LinkedIn, office website, Realtor.com, Zillow, Redfin, photographer's website and our website.
- A virtual tour will be posted on the Internet via YouTube.
- Listing will be featured on our monthly newsletter
- Weekly review of all showings and marketing information
- Present all offers and negotiate on your behalf
- Our staff will manage the details to ensure that your contract closes without any issues

My office will send you a weekly showing report with responses of feedback. We will call a Realtor® two times for feedback. We will also send you via email a report on new listings and homes that have sold in your area.

Kim'sColoradoHomes.com



Real Estate South Denver Living



KIM: The W Real Estate Group

AMBER: Colorado Home Grown Realtor



KIM: Kim@TheWRealEstateGroup

AMBER: AmbersColoradoHomes



KIM: Kim Wermerskirchen

AMBER: Amber Wermerskirchen



@KimRealEstate

The #1 Regret Sellers Have When They Don't Use an Agent

Want to know the #1 thing homeowners regret when they sell without an agent? It's that they didn't price their house correctly for their current market.

Data from the *National Association of Realtors* (NAR) shows that's the most difficult task for homeowners who don't use an agent. And it makes sense that pricing claims the top spot. Pricing isn't as simple as picking a number from an online estimate or copying what your neighbor sold for last year. It takes real insight into:

- What buyers are actually willing to pay today
- What similar homes nearby are really selling for
- The condition of your house
- How in-demand your area is

Without that context, it's easy to shoot too high, especially now that buyers can be more selective. And in today's market, that'll backfire.

Overpricing Isn't a Small Mistake

Your price is part of what shapes a buyer's first impression. And when it's too high, a chain reaction begins. If buyers think you're asking too much, they're going to turn the other way. And when buyers bypass your house, you'll get fewer showings.

Fewer showings lead to fewer offers. And fewer offers usually mean making a price cut to try to draw buyers back in. And that's happening more often right now, especially on homes sold without a pro.

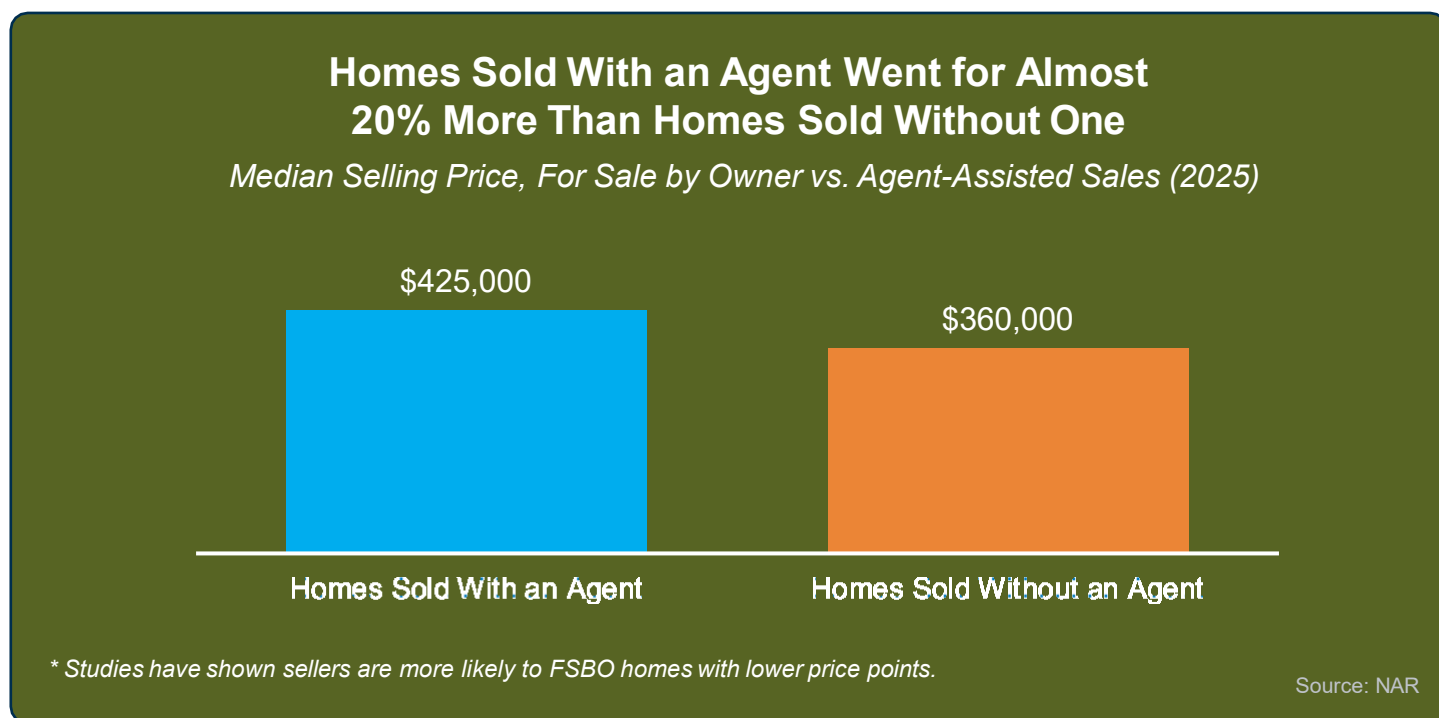
The same NAR report shows most homes sold without an agent (59%) had to reduce their asking price at least once.



The trouble is, price cuts don't always fix the problem. They can attract bargain hunters rather than strong, confident buyers. That's because many buyers see a price drop as a sign there's something wrong with the house. And that assumption can turn buyers away too.

The Part Sellers Don't See Coming

By the time your house finally sells, you may net less than if you'd priced it correctly from the start. Again, the data backs this up. **NAR shows that homes sold with an agent sell for nearly 8% more than homes sold without one:**



That's not because agents magically add value. It's because they have the expertise needed to get it right. The price. The prep. The presentation. And the paperwork. Nail all of that from day one, and you'll be set up to get as much money as you can out of your sale.

So, even though you thought selling without an agent meant saving money, that's not necessarily true. The facts show selling on your own can mean selling for less in the long run. And that may be enough to totally change your perspective.

Bottom Line

Today, the biggest risk of selling without an agent isn't the paperwork or the hassle. It's the price. And once pricing goes wrong, it's hard to course correct.

So, if you're thinking about selling and want to understand what your home would realistically go for in our market today, let's connect. A quick pricing conversation now can save you from bigger regrets later.

Key Reasons To Hire an Agent When You Sell



Industry Experience

We're well-versed in the housing market and know the ins and outs of the entire process.



Expert Insights

We simply and effectively explain today's market conditions and what they mean for you.



Pricing and Market Value

We help you understand today's real estate values when setting the price of a listing or making an offer to purchase your next home.



Contracts and Fine Print

We help with all the disclosures and documents necessary in today's heavily regulated environment.



Marketing and Exposure

We have effective marketing tools and networks to attract more buyers.



Negotiation Experience

We act as a buffer in negotiations with all parties throughout the entire transaction.

Selecting Your Agent

The Most Important Considerations in Selecting Your Agent Are...

REALTOR®
INTEGRITY
KNOWLEDGE

The term REALTOR® has come to connote competency, fairness, and high integrity resulting from adherence to a lofty ideal of moral conduct in business relations. When representing a buyer, seller, landlord, tenant, or other client as an agent, REALTORS® pledge themselves to protect and promote the interests of their client.

From: *Code of Ethics and Standards of Practice* of the NATIONAL ASSOCIATION OF REALTORS®

Effective January 1, 2006



Why Work with a Certified Real Estate Specialist?

What is a CRS?

A CRS REALTOR® is a Certified Residential Specialist – one of the top 3% of real estate agents in the U.S. CRS agents have more experience and training than the average REALTOR® dedicated to improving the real estate industry for homebuyers and sellers everywhere.

Why Work With a Certified Residential Specialist Agent?

Buying or selling your home is one of the biggest and most important decisions you'll make in your lifetime. You need someone you can trust on your side, who is looking out for your best interest and is willing to put all their knowledge and experience to work for you. You need a CRS.

Not all real estate agents are made the same: There are millions of real estate agents out there, and their experience and dedication to their profession and clients varies widely.

The threshold to becoming a real estate agent is surprisingly low. Requirements vary by state, but some ask for as little as 40 hours of training and few ask for more than 100 hours – compare that to the 1,000 hours that are typically required to become a hair stylist.

To become a CRS however, REALTORS® must meet a number of stringent requirements that combine advanced hours of education and training, experience and success in the marketplace. A CRS agent adheres to a strict code of ethics that binds them to perform in the best interest of their clients at all times.

CRSs are required to have between 25-150 transactions and between 16-80 additional hours of education beyond what's required by the typical REALTOR®.

The Benefits of Working With a CRS Agent

- CRSs receive advanced training above and beyond what is required of typical agents
- CRSs have proven experience through logged transactions
- CRSs continuously improve their skills and learn about new regulatory developments
- CRSs adhere to an ethics code not required for other agents

Homeowner Advantage

Informational Flyer

Why do I use the SentiLock electronic lockbox system?

As your real estate agent, my goal is to get the most potential buyers to view your home. SentiLock's Lockbox helps maximize the number of showings by making it convenient for all real estate agents in your area to show your property while providing maximum security. The lockbox also maintains a detailed access log in addition to providing convenience and security. In addition, I receive an e-mail following each showing, allowing me to solicit valuable and timely feedback. I can also prepare detailed showing access reports for you.

What is the advantage of an electronic lockbox?

In a survey of homeowners nationwide, a great majority of those prefer an electronic lockbox over a mechanical lockbox. This is due to the following features listed as extremely important to those surveyed:

- **Tops in Security**
- **Won't Damage Door**
- **Online Reports and Showing Data**
- **Quick Feedback on Showings**
- **Homeowners Block Entry to the Property**

All of these features are available from SentiLock's Lockbox, but few, if any, of those features are available from a mechanical lockbox.

Of those surveyed, 65% ranked security as an extremely important feature of their lockbox. The main security flaw with a mechanical lockbox is that once the code is given, there is no control or record over what the receiver does with



the code. SentiLock's Lockbox requires a user-specific access method only available to real estate professionals via the local Association/Board/MLS, or a unique and daily changing code. This way, the identity of the person accessing the box is recorded for every visit.

What additional features does the SentiLock Bluetooth® REALTOR® Lockbox offer for my benefit?

The above mentioned survey found that 46% of responders desired the ability to block entry to their home when privacy is needed. Whether the kids are home alone, the family is sitting down to dinner, or some quiet time is needed, the SentiLock Lockbox gives the homeowner the ability to block all access to the lockbox on their home. By entering a special code received from their real estate agent, the homeowner can remove the key from the lockbox until they are ready to receive visitors again.



[B] NATIONAL ASSOCIATION of REALTORS®
REALTOR Benefits™ Program

Brought to you by:

Kim Wermerskirchen - The W Real Estate Group - MB

303-475-2605

7851 S Elati Street, Ste 101, Littleton, CO 80120



WHOLLY KICKS

I volunteer with Wholly Kicks because from the moment I met Tyg, the founder, I knew there was something truly special about him and his mission. Wholly Kicks is dedicated to putting brand-new shoes—shoes no one has ever walked in—on the feet of people who are marginalized, homeless, or living in poverty. My first volunteer experience was at the annual Christmas shoe giveaway in a park in Aurora, on a cold and windy Saturday morning. I'll never forget the sight of families lined up and down two streets, waiting for the chance to receive free socks and shoes. The joy on the children's faces as they picked out brand-new shoes, and the gratitude in their parents' eyes, moved me deeply. That day reminded me how fortunate I am not to be in that line, and how important it is to give back.

I've been given so much in my life, and I feel called to give generously—both financially and personally—to help Wholly Kicks continue their mission of dignity, hope, and compassion, one pair of shoes at a time.

The W Real Estate Group gives a portion of our compensation from each closing to Wholly Kicks to help put smiles on people's faces!

WHO ARE WE

We are here not for income, but for outcome

Wholly Kicks is a non-profit organization whose presence in Aurora, Colorado, and the Denver Metro area, exists for the purpose of “walking with” those in impoverished areas or those at risk of or, experiencing homelessness.

Scan To Make A
Donation



CONTACT ME TO TALK MORE

I'm sure you have questions and concerns about the real estate process. I'd love to talk with you about what you read here and help you on the path to selling your house. My contact information is below, and I look forward to working with you.



Kim Wermerskirchen

Broker/Owner

Kim@TheWRealEstateGroup.com

www.TheWRealEstateGroup.com

303-475-2605

Amber Wermerskirchen

Broker Associate

Amber@TheWRealEstateGroup.com

www.TheWRealEstateGroup.com

720-560-9772

